

What is claimed is:

1. A method for posting offerings for goods and services and for receiving and negotiating responses, comprising:

receiving a plurality of offer data records at a database, from one or more seller computers remote from said database, each having a descriptor data field identifying a commodity and an identify of an offeror;

storing said plurality of offer data records into said database;

initializing to a first state a status flag data associated with each of said plurality of offer data records;

receiving at said database an inquiry from a buyer computer remote from said database, said inquiry having a search field corresponding to at least a portion of said descriptor data field;

selecting one or more of said offer data records from said database based on said search field;

transmitting said selected one or more offer data records, and said status flag associated with the each of the selected one or more data records, to said buyer computer ;

receiving at said database a purchase order data record from said buyer computer, said purchase order data record identifying a buyer and a particular offer data record from said one or more selected offer data records, and having a purchase offer field identifying one or more terms of an offer for purchase of the commodity identified by the descriptor field of said particular offer data record;

storing said purchase order data record in said database;

transmitting a purchase order received data to the offeror identified by the descriptor field of said particular offer data record, said purchase order received data identifying said buyer, identifying an offer of sale corresponding to said particular offer data record, and identifying said one or terms of an offer for purchase;

receiving at said database a seller response data from said offeror, said seller response data having an acceptance field reflecting acceptance of,

rejection of, or a counter-offer to said one or more terms of an offer for purchase;

storing said seller response data in said database;

transmitting to said buyer a seller response received data, said seller response received data identifying contents of the acceptance field of said seller response data;

receiving at said database a committed purchase order data from said buyer; and

changing to a second state the status flag data associated with said particular offer data record.

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